



BRIAN CATLETT

Business Development & Marketing Manager

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Las Vegas, Nevada

Brian Catlett is a Business Development & Marketing Manager who works out of our firm's Las Vegas office. An accomplished marketing professional with a dynamic twenty-year career leading successful and highly-scrutinized programs and strategies, Brian has a proven track record for implementing innovative ideas that move the firm forward and create efficiencies. Diligent, meticulous, and consistently able to find the right opportunities to advance and promote team members, our attorneys and practice groups, he's the marketing strategist who creates value through targeted and personalized initiatives – because successful attorneys ensure a successful firm.

Brian's myriad activities include targeting clients in consultation with attorneys and practice groups, developing background information and pitch/RFP strategies, meeting prep, and creating pitch materials. He also plans and facilitates client development activities, including new business pitches, strategic sponsorships, cross-selling programs, and client relations activities. In addition to developing marketing and business plans for the firm, offices, practice groups, and attorneys, he also lead Public Relations (PR) efforts in Nevada and California, while managing an outside PR firm, keeping key metrics, and developing PR campaigns and media relations strategies.

Brian started his career in public affairs, where he was involved in political campaigns, advertising, and business development. He ran his first political campaign in 1999, leading to the election of Mike Carrigan for Sparks City Council. The campaign's success led Brian to a job in Governor Kenny C. Guinn's administration as the Director of Constituent Services. His achievements in that position led the administration to expand his role to advocate the Governor's position with legislators directly through the press secretary's office. When the office created the Millennium Scholarship program, Brian was appointed to its steering committee to ensure that the program launch was effective.

Away from the office, Brian and his wife spend most of their weekends supporting their two girls' activities, including Lacrosse and dance competitions. An avid cyclist and sports fanatic, Brian likes to indulge in all that Las Vegas has to offer, such as world-class concerts, sporting events and fine foods and Scotch Whisky.

EDUCATION

- B.A., University of Nevada, Reno
- M.A., University of Nevada, Reno

ARTICLES AND PRESENTATIONS

- Interview, "Professional Growth & Development at Fennemore," Fenn Talks Podcast, August 12, 2021

PROFESSIONAL AND COMMUNITY AFFILIATIONS

- Member, Southern Nevada Disciplinary Board, State Bar of Nevada, January 2021 - Present
- Chair, West Virtual Chapter, Legal Marketing Association (LMA), November 2020 – June 2021
- Member, Fennemore Craig Foundation, March 2015 – Present
- Vice Chair, Board of Directors, Grants Committee, Nevada Volunteers, June 2005 – Present

ADMISSIONS

- **Not licensed to the practice of law*